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PROPOSED REVISIONS TO THE MEDIUM-TERM PLAN FOR THE PERIOD 1992-1997*

MAJOR PROGRAMME IV. INTERNATIONAL ECONOMIC COOPERATION FOR DEVELOPMENT

Programme 14. Trade expansion, export promotion and service sector development

Addendum

1. The preparation, format and content of the medium-term plan and its revisions are governed by the Regulations and Rules Governing Programme Planning, the Programme Aspects of the Budget, the Monitoring of Implementation and the Methods of Evaluation (ST/SGB/PPBME Rules/1(1987)).

2. Regulation 3.11 provides, inter alia, that the medium-term plan shall be revised as necessary every two years to incorporate required programme changes and that the proposed revisions shall be as detailed as required to incorporate the programme implications of the resolutions and decisions adopted by the intergovernmental organs or international conferences since the adoption of the plan.

3. This addendum covers subprogrammes 7 to 10 of revised programme 14, Trade expansion, export promotion and service sector development, which relate to activities implemented by the International Trade Centre UNCTAD/GATT previously covered in subprogrammes 10 to 13 of former programme 13, International trade.

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* After adoption by the General Assembly at its forty-seventh session, the complete revised medium-term plan will be issued in final printed form as Official Records of the General Assembly, Forty-seventh Session, Supplement No. 6 (A/47/6/Rev.1).

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4. These revisions have not been reviewed by the Joint Advisory Group, the intergovernmental body that reviews the International Trade Centre's work programme for submission to the governing bodies of UNCTAD and GATT.

5. The following text pertaining to the subprogrammes implemented by the International Trade Centre modifies paragraphs 13.71 to 13.77, 13.79, 13.81, 13.82, 13.84, 13.85, 13.88, 13.90 to 13.93 and 13.95 to 13.97 under former programme 13, which would be renumbered accordingly under revised programme 14. In view of the extensive revisions to some paragraphs, the texts of these paragraphs are presented below, replacing the narrative in the corresponding paragraphs of former programme 13.

SUBPROGRAMME 10. (NEW SUBPROGRAMME 7) INSTITUTIONAL INFRASTRUCTURE, INCLUDING BUSINESS ORGANIZATIONS FOR TRADE PROMOTION AND EXPORT DEVELOPMENT

(a) Objectives

Paragraph 13.71 (new para. 14.54) Delete the reference to General Assembly resolution S-18/3.

Paragraphs 13.72-13.77 (new paras. 14.55-14.57) Replace paragraphs 13.72 to 13.77 with the following:

"14.55 The objectives of the subprogramme are:

"(a) To strengthen national capacity for formulation, implementation, monitoring and evaluation of appropriate national trade promotion and export development plans, strategies and programmes;

"(b) To improve the organization, management and orientation of government and business institutions in order to enhance their ability to formulate and implement trade promotion and export development programmes;

"(c) To create and enhance institutional capacity for trade promotion and export development in the relevant national and regional institutions in providing specialized trade promotion services to the business community.

"In pursuing the above objectives priority attention will be given to export development in least developed countries and to the development of human resources in all aspects of the subprogramme.

"(b) Course of action of the secretariat

"14.56 In working towards the achievement of the above objectives, the secretariat of the International Trade Centre UNCTAD/GATT will contribute to:

"(a) Identification of trade promotion and export development potentials, constraints and technical cooperation needs in the light of national development goals, priorities and policy framework;

"(b) Assistance to Governments in the preparation of specific trade promotion programmes and identification of technical cooperation that would be needed in the implementation of such programmes;

"(c) Defining the role, status, structure, functions, resource requirements, operational system, work programme and programme management methods of government and business institutions involved in trade promotion and export development;

"(d) Assessment of current and emerging needs for specialized trade promotion services for the business community, appraisal of existing institutional capacity to provide these services and their development requirements; and a strategy to strengthen such technical institutional capacity in a systematic manner within the framework of a technical cooperation programme;

"(e) Formulation of subprogramme cooperation packages to meet the special needs of least developed countries;

"(f) Human resource development as an integral component of all subprogramme services for the developing countries.

"14.57 In the light of the above, the secretariat of the International Trade Centre UNCTAD/GATT will pursue the following course of action:

"(a) In the area of trade promotion and export development:

"(i) Analysis of national trade promotion and export development objectives, priorities, constraints, potentials and strategic options and formulation of recommendations to Governments on suitable elements of trade promotion and export development strategies and programmes;

"(ii) Assessment of the special needs of the least developed countries and the economies in transition; and undertaking suitable programmes of cooperation to meet them on a priority basis;

"(b) In the area of institutional infrastructure:

"(i) Review of the status, structure, role, functions, financial and technical resources, orientation and work programmes of national institutions involved in trade promotion and export development, including trade representation services, and of chambers of commerce and business associations; analysis of their operational interface, positioning, cooperation and coordination;

"(ii) Recommendations of appropriate measures, including work programmes, technical management and operational guidelines, to optimize the contribution of the above institutions to the planning and implementation of trade promotion and export development programmes;

"(c) In the area of specialized trade promotion service: undertaking research and field studies on the evolution of appropriate methods and techniques of specialized trade promotion services and provide advisory assistance, specialized consultancy services, technical information, handbooks and manuals and operational guidelines to concerned national/regional institutions on export finance, export project development, costing and pricing, exports of small and medium enterprises, export-oriented joint ventures, legal aspects of international trade, export packaging, export quality management and trade promotion communications;

"(d) In the area of human resource development: the technical cooperation projects under this subprogramme will be formulated in close cooperation with the subprogramme on human resource development and will emphasize training in all relevant specialized areas."

SUBPROGRAMME 11. PRODUCT AND MARKET RESEARCH, DEVELOPMENT AND PROMOTION (NEW SUBPROGRAMME 8)

(a) Objectives

Paragraph 13.79 (new para. 14.59) Replace subparagraph (a) by the following:

"(a) To establish or improve national and regional product and market development programmes in activities including trade information services at both the institutional (governmental and private sector) and

enterprise levels, with a view to assisting the export-oriented business community of the developing countries in taking advantage of expanded opportunities resulting from increased globalization and worldwide liberalization of international trade, the emergence of trading blocks, the transformation in Central and Eastern Europe, technological changes, etc."

In subparagraph (b), after "product" insert "and service".

In subparagraph (c), delete "indigenous".

Delete subparagraphs (d) and (g) and renumber subsequent subparagraphs accordingly.

(b) Course of action of the secretariat

Paragraph 13.81 (new para. 14.61)

Replace paragraph 13.81 with the following:

"14.61 With respect to trade information, advisory services and training programmes will be provided with a view to the establishment and/or strengthening of existing trade information units and installing trade information systems, and to ensuring optimal efficiency and continuity of those units and systems in line with government priorities and users' requirements. Advice, methodological and didactic material and training will be provided on the management and the use of trade information and intelligence, particularly on methods of research, analysis, compilation, processing and dissemination. Emphasis will be given to improved knowledge on, and utilization of, relevant information sources and raising the cost-effectiveness of instruments and methods for data collection, processing and dissemination, including optimal use of commercial representation and other market contacts abroad, as well as modern data processing and communications technologies. The exchange of data and experience in areas of common interest will be fostered at the regional and interregional levels. The International Trade Centre will also play a direct role as information supplier."

Paragraph 13.82 (new para. 14.62)

In the first sentence, after "including:" insert "trade-related".

Also in the first sentence, after "appropriate" insert "product-specific".

In the second sentence, after "supply patterns;" insert "trade-related environmental matters;".

Paragraph 13.84 (new para. 14.64) In the fourth line, replace "new" with "diversified".

Paragraph 13.85 (new para. 14.65) In the second sentence, delete "exporting similar commodities, and to developing countries".

At the end of the second sentence, after "commodities" add "and to assisting them in the diversification of their export base".

SUBPROGRAMME 12. IMPORT OPERATIONS AND TECHNIQUES
(NEW SUBPROGRAMME 9)

(a) Objectives

Paragraph 13.88 (new para. 14.68) Replace paragraph 13.88 with the following:

"14.68 The overall objective of the subprogramme is to optimize the use of foreign exchange resources in imports and to enhance the contribution of imports to meeting the economic, social and environmental requirements of developing countries, with priority attention to least developed countries. More specifically, it aims:

"(a) To improve the efficiency and effectiveness of the international procurement of imported goods and services;

"(b) To improve materials management and logistics operations for imported goods;

"(c) To increase the knowledge and skills of managers and staff responsible for import activities at all levels;

"(d) To improve access to, and use of, information required for import decision-making and operations;

"(e) To contribute to the streamlining of import procedures and facilities and support the process of import liberalization where applicable;

"(f) To contribute to the sourcing of imported goods and services from other developing countries, and to promote cooperation among developing countries in import management through the exchange of knowledge and information;

"(g) To enhance the contribution of imports to export development, at national and enterprise levels, in the fulfilment of the above objectives."

(b) Course of action of the secretariat

Paragraphs 13.90-13.93 (new paras. 14.70-14.73)

Replace paragraphs 13.90, to 13.93 with the following:

"14.70 Assistance to the private sector will focus on industrial and commercial enterprises, particularly small and medium-size firms and those importing inputs for export production. Assistance to the public sector will concentrate on public procurement agencies and on those authorities responsible for monitoring and control of public procurement and for overseeing import procedures at the national level.

"14.71 In the areas of import procurement and materials management and logistics, assistance will aim at strengthening methods and procedures as well as organizational aspects; supporting the adoption of procurement specifications based on international, regional and national standards; developing and applying management tools for use by importing organizations; promoting the joint purchase and/or transport of imported materials by business enterprises, particularly in industries competing in international markets; and strengthening the technical capabilities of business associations, supply management professional bodies, national consultancy services and technical support agencies in developing countries, enabling them to provide assistance to importing organizations and enterprises on a continuing basis.

"14.72 In the area of import training: organize on-the-job training programmes, courses, workshops and seminars for staff responsible for import management and operations, emphasizing training at sectoral levels; continue the development of technical materials, particularly those emphasizing problem-solving approaches to import management; and build up national capabilities for sustained import training including the strengthening of management training institutions in their import activities, curriculum development, training of trainers and the development and/or adaptation of training materials suited to local requirements.

"14.73 Import information will concern strengthening in-house import information units at enterprises and public sector organizations; developing the capabilities

of business associations to provide import-related information services to the business community; promoting access to relevant international databases and information services, including those dealing with environmental considerations in imports of hazardous goods and with supply sources of appropriate technologies; and operating an import intelligence service from the headquarters of the International Trade Centre providing supply market information on priority import products."

Paragraph 13.93 — Insert two new paragraphs after paragraph 13.93 as follows:

"14.74 Assistance in import procedures and facilities will involve: contributing to the simplification of import regulations and procedures and to making these more easy to observe by importers; promoting the efficiency and effectiveness of systems governing imports of inputs for export production; and helping importers to better follow import procedures so as to minimize administrative delays and costs.

"14.75 The International Trade Centre will disseminate information on the export capabilities of developing countries in order to promote sourcing of imports from competitive suppliers in the developing world. It will also support import cooperation among developing countries by promoting an exchange of know-how and information on imports through specialized workshops and information networks."

SUBPROGRAMME 13. HUMAN RESOURCE DEVELOPMENT FOR TRADE PROMOTION
(NEW SUBPROGRAMME 10)

(a) Objectives

Paragraphs 13.95-13.97 (new paras. 14.77-14.79) — Replace paragraphs 13.95 to 13.97 with the following:

"14.77 The objectives of the subprogramme, which focus on the development of personnel qualifications in trade promotion and export development, are:

"(a) To build/expand national training capacities to enable developing countries to cope effectively with the increasing complexity of international business operations; to strengthen training institutions and networks in order to develop and pursue appropriate human resource development strategies for priority target groups/sectors; and to build advisory and consultancy skills to reinforce the impact of training services;

"(b) To assist national training institutions/networks in strengthening their research and development capability through innovative human resource development projects in the light of training needs and capacity analyses: development of new training materials, diagnostic tools and pedagogical methods;

"(c) To undertake selective training to develop key personnel in priority areas, with special emphasis on least developed countries and women entrepreneurs. The introduction of new approaches and techniques, in cooperation with national and regional institutions, will continue to be expanded."

"(b) Course of action of the secretariat

"14.78 In working towards the achievement of the above objectives, the secretariat of the International Trade Centre is adopting an integrated strategy that was recently formulated in the light of a comprehensive review of existing training approaches and activities. Based on this strategy, the following course of action will be pursued.

"14.79 The strengthening of training capacities will be emphasized, representing the thrust of activities. In addition to training institutions, initiatives will continue with other institutions such as chambers of commerce, business associations and networks to assist them in building in-career training capacities. More attention will be given to the selection of participating institutions, the identification of priority needs of key sectors and groups; formulation of effective trainer-training programmes and training support systems; improvement of managerial capabilities; development of relevant training materials; strengthening of links with the business sector, and expansion of the capacity of these institutions to provide advisory and consulting services. The enhancement of sustainability of results and the cultivation of partnership-type working relationships with participating institutions are two underlying factors in this strategy."

Paragraph 13.97 Insert three new paragraphs after paragraph 13.97 as follows and renumber subsequent paragraphs accordingly:

"14.80 Training research and development activities will place increased emphasis on identifying and monitoring emerging human resource development needs and priorities in the light of a rapidly changing global environment; designing human resource development programmes to meet such needs; introducing improved training technologies and generating new training materials in close collaboration

with national training institutions. In order to improve the design and implementation of technical cooperation projects, increased efforts will be devoted to the development of diagnostic instruments such as the training capacity audit and consultancy capacity and needs analysis, and the systematic frameworks for training modules.

"14.81 With the expansion and upgrading of training capacities of national institutions, more direct training activities will be undertaken by local institutions. ITC's contribution will be selective, avoiding duplication, providing support and complementing national training efforts. Thus, it will offer programmes that draw on the Centre's unique international experience and know-how, launch pilot training events to demonstrate new approaches and technologies, and cater to special priority needs that cannot be adequately met with national resources. To foster the sharing of experiences and knowledge between training institutions, networking arrangements will be promoted further.

"14.82 To serve the above activities and meet increasing requests from developing countries, databases on training institutions and training opportunities will be strengthened. This will, among other things, provide a factual base for identifying viable prospects of networking among institutions."